

Message Text

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PAGE 01 BAGHDA 00297 241409Z

51

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 DOTE-00 CIAE-00 INR-07

NSAE-00 /024 W

----- 073617

R 221210Z MAR 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 1779

INFO AMEMBASSY BEIRUT

AMEMBASSY CAIRO

UNCLAS BAGHDAD 0297

EO 11652: NA

TAGS: BEXP IZ

SUBJ: RAILROAD TRADE MISSION MEMBER VISITS IRAQ

REF: CAIRO 2304

1. JAMES M WOODS, CHAIRMAN OF BOARD OF WOODS INTERNATIONAL, INC., COMPTON, CALIF, AND MEMBER RECENTLY COMPLETED US RAILROAD EQUIP TRADE MISSION. MADE SOLO VISIT BAGHDAD MAR 14-17. WAS MET AT AIRPORT BY USINT COMATT AND TAKEN TO HOTEL USINT HAD ARRANGED. USINT ALSO INTRODUCED WOODS SAME DAY (ALTHOUGH IT WAS FRIDAY, LOCAL DAY OFF) TO ONE POTENTIAL LOCAL REP AND TO EDWARD FROST, PRES OF FROST COMMUNICATIONS OF ROCKVILLE, MARYLAND WHO WAS IN BAGHDAD BIDDING ON RAILROAD COMMUNICATIONS PROJECT. NEXT DAY WOODS MET WITH DIR OF PRUCHASING AND OTHER SENIOR IRAQI RAILWAY OFFICIALS. WAS GUEST OF HONOR AT LUNCH HOSTED BY COMATT, WHICH INCLUDED IRAQI AND U S BUUSINESSMEN AND VISITING NY TIMES MID EAST CORRESPONDENT JUAN DE ONIS.

2. COMMENT: COINCIDENTAL PRESENCE IN BAGHDAD OF FROST AND WOODS ON RAILWAY BUSINESS GAVE FLAVOR OF "MINI" US MISSION AND SERVED TIMELY PURPOSE OF REINTRODUCING US EXECUTIVES TO KEY PART OF IRAQ TRANSPORTATION SECTOR AFTER SEVERAL YEARS OF CONSPICUOUS ABSENCE. BOTH
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EXECUTIVES WERE WARMLY RECEIVED AND BOTH FORESEE FUTURE SALES.

3. USINT INFORMED BY WOODS THAT OTHER MISSION MEMBERS
SOUGHT VISAS FROM IRAQI CONSULS IN COUNTRIES VISIT BY
MISSION BUT WERE REFUSED. IN FUTURE WE SUGGEST TWO-
PRONGED APPROACH WITH INDIVIDUAL MISSION MEMBERS SEEKING
VISAS DIRECTLY FROM IRAQI INTERESTS SECTION IN WASHINGTON
(RATHER THAN OUTSIDE U S) AND USING GIVING TARGET SALES
SECTOR STEADY FLOW OF ADVANCE INFO- AS WE DID IN THIS CASE.
LOWRIE

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NNN

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